

Message Text

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PAGE 01 DAMASC 01688 161008Z

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ACTION COME-00

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39 11652: N/A

TAGS: EAID, BPRO, SY

SUBJECT: TRADE OPPORTUNITY: A MILITARY HOSPITAL

1. GEORGE RICE, REGIONAL REPRESENTATIVE OF MCKEE INTERNATIONAL, CALLED ON EMBASSY TO REPORT THAT SYRIAN MILITARY HAD DECIDED TO REOPEN BIDDING ON 1,000-BED MILITARY HOSPITAL. MCKEE INTERNATIONAL, WORKING WITH STONE, MORRACCINI AND PATTERSON OF SAN FRANCISCO, IS SERIOUSLY INTERESTED IN THIS TENDER AS THEY HAVE BEEN WORKING QUITE ACTIVELY IN SYRIA ON NUMBER OF OTHER PROJECTS. HOSPITAL WILL BE APPROXIMATELY 70,000 SQUARE METERS OF BUILDING AND WILL INCLUDE A NURSES TRAINING SCHOOL FOR 100 STUDENTS, RESIDENCES FOR 100 DOCTORS AND 100 NURSES, AND MOSQUE. ESTIMATED COST OF PROJECT IS BETWEEN 20 AND 30 MILLION DOLLARS. KEY COMPETITORS ARE YUGOSLAV, FRENCH AND GERMAN FIRMS.

2. RICE SAYS SYRIAN GOVT HAS ASKED FOR PRE-QUALIFICATION OFFERS WITHIN TEN DAYS AND THAT OFFERS NEED NOT INCLUDE FINANCING ARRANGEMENTS. HE STRONGLY BELIEVES, HOWEVER, THAT SYRIANS SERIOUSLY DESIRE HAVE CONTRACT GO TO U.S. FIRM AND WOULD, THEREFORE, APPRECIATE SOME FINANCING ARRANGEMENTS WHICH WOULD IMPROVE APPEAL OF MCKEE OFFER. RICE SUGGESTS, FOR EXAMPLE, U.S. GRANT OR LOAN ASSISTANCE FOR PURCHASE OF U.S. MEDICAL EQUIPMENT. RICE ESTIMATES THAT APPROX 60 PERCENT OF TOTAL COST OF HOSPITAL WILL GO FOR EQUIPMENT WHICH, IF THERE WERE USG FINANCIAL SUPPORT, COULD BE PEGGED TO U.S. SOURCE PROCUREMENT.

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3. RICE HAS ASKED THAT WE PASS TO WASHINGTON THIS TRADE

OPPORTUNITY AND ASK THAT WASHINGTON SERIOUSLY CONSIDER
SOME SORT OF FINANCIAL INVOLVEMENT IN THIS PROJECT.
SCOTES

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